



U.S. EXPORT ASSISTANCE CENTER
HOUSTON, TEXAS

www.buyusa.gov/houston

The Export Fellows program is made up of a two-week curriculum designed to develop business entrepreneurship and export skills. The third Export Fellows Program is scheduled to begin in this fall at the University of Houston as well as Rice University. Those interested in the Fall Program, contact our office.

EU DIRECTIVES ON ELECTRICAL/ELECTRONIC PRODUCTS

Effective August 2005, companies selling a broad range of electrical goods in Europe will need to conform to the Waste Electrical and Electronic Equipment (WEEE) Directive, and as of July 2005, those same companies will need to conform to the Restriction of Use of Certain Hazardous Substances (RoHS) Directive. The ten product categories under WEEE include: large household appliances; small household appliances; IT and telecons equipment; consumer equipment; lighting equipment; electrical and electronic tools; toys, leisure and sports equipment; medical equipment; monitoring and control equipment; and automatic dispensers. A web page has been developed to provide WEEE and ROHS information as efficiently as possible. Go to:

<http://www.buyusa.gov/europeanunion/weee.html>.

CHANGES IN TELEPHONE NUMBERS FOR EL SALVADOR

On May 14, 2005 all mobile and fixed-line telephone numbers in El Salvador now have 8 digits. For more details, please visit:

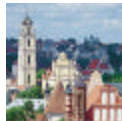
<http://64.207.135.78/nuevodigito/index.php>.

DEC'S TEXAS EXPORTERS GUIDE*Advertising Opportunities*

To assist Texas companies to improve their export business, the District Export Councils of Texas produce the *Guide* and an associated web site. The products/resources of multiple international trade organizations ranging from the USEACs to Ports in Texas are featured. The web site includes the business leaders involved in both the public and private sectors (see <http://www.exporthouston.org/index.php?layout=1¤tpage=Texas%20Exporters%20Resource%20Guide&language=en>.) Approximately 25,000 copies of the Guide will be distributed across the state and currently, the website has received over 50,000 hits in the 1 year it has been online. Direct links to advertisers websites are available. For advertising information, please contact Leslie Friedrich at fsrlc@swbell.net.

**MARKET OF THE MONTH: THE BALTIC STATES**

The Baltic States of Estonia, Latvia and Lithuania, have in over a decade since independence from Soviet control successfully transitioned to attractive market economies. Each has improved ties to the west through membership in the WTO, NATO & most recently, the European Union, making them excellent entry points both into the EU and into Russia & Eastern Europe. To learn more, visit: http://www.export.gov/comm_svc/press_room/marketofthemonth/baltics/baltics.html.


**NOTIFY U.S.: NEW SERVICE
ALERTS COMPANIES OF EXPORT
REGULATION CHANGES**


Notify U.S. is a free, web-based e-mail subscription service that offers U.S. entities (citizens, industries, organizations) an opportunity to review and comment on proposed foreign technical regulations that can affect their businesses and their access to international markets. This service and its associated web site is managed and operated by the National Institute of Standards and Technology, part of the U.S. Dept. of Commerce. U.S. entities interested in using the *Notify U.S.* service can register online at <http://www.nist.gov/notifyus/>.

FYI: COMMON COMPLAINTS ABOUT U.S. EXPORTERS

- ★ U.S. firms don't familiarize themselves with the foreign market
 - ★ Companies give less attention to foreign business and overseas inquiries are often ignored
 - ★ Domestic business offered better terms
 - ★ No foreign language literature available
 - ★ Quotes are not consistent with *Incoterms 2000*
- To tune-up your export program call our office or see <http://www.export.gov/>. This site includes *Export Basics* and sections on *Market Research, Shipping Documentation & Requirements, Pricing, Quotes & Negotiations* and *Export Finance*.

MEXICO ANNOUNCES PROCUREMENT AMENDMENT
**Effective July 9 - Will Affect Pemex &
Other Public Agency Tenders**


An important amendment (the "Amendment") to Mexico's government procurement statutes, the Law of Public Works and Related Services (the "Public Works Law") and the Law of Acquisitions, Leases and Services of Public Sector (the "Acquisitions Law"), was published in the Mexican Federal Register.

This Amendment will bring some important changes to the way bids and other public contracting processes are currently implemented by Pemex, CFE and all other public agencies and instrumentalities, and thus, may impact the manner in which your company conducts business with such entities and agencies in Mexico.

This Amendment will be effective July 9, 2005, therefore, it will be important that your company and the people involved in bidding in Mexico get acquainted with its terms in order to adjust any internal practices for preparation of tenders and participation in bids. For more information, please call our office.

TRADE LEADS

To view announcements from qualified international companies looking to source U.S. products and services, see our new trade leads database, at http://www.export.gov/eac/trade_leads.asp.

For details on the following lead, please contact our office at Houston.Office.Box@mail.doc.gov.

SRI LANKA: WATER SERVICES AND HEALTH PROJECT

Products and services needed in the following industries:

- Constr./Engineering SVC
- Building Products
- Health Care Services
- Tools - Hand/Power
- Water Resources Eq./Svc

Interested bidders from Asian Development Bank countries may contact our office.

CHINA: ETHYLENE PLANT IN FUSHUN, LIAONING

SINOPEC is expected to build an 800,000-ton ethylene plant in Fushun, Liaoning. The city anticipates breaking ground by the end of 2005.

SWEDISH AUTOMOTIVE OEM PURCHASING PROJECT

CS Sweden has made special arrangements with purchasing executives at Swedish car and truck manufacturers to collect & submit resumes of U.S. based automotive suppliers. Supplier credentials will be reviewed by participating purchasing departments. Cost: Free. Interested companies, please register by deadline August 20, 2005 at:

www.buyusa.gov/sweden/en/supplier.html.

TRADE EVENTS

TDA: WEST/WEST-CENTRAL AFRICA PORT ORIENTATION VISIT

Hyatt Regency Houston

July 19

The U.S. Trade and Development Agency (TDA) is interested in meeting U.S. shipping operators, suppliers, and service companies in the port industry. The West & West-Central Africa Port Orientation projects are the following: port expansion and modernization, oil company and oil platform services, container facilities, transshipment operations, intermodal connectivity, deepwater port development, and ore, grain, and coal terminals. Interested companies, please visit <http://www.decisionevent.com/>.



CONSUL GENERAL OF INDIA TO ADDRESS GHP

Greater Houston Partnership

July 14

The Honorable Skand Ranjan Tayal will speak. Cost: Free. To register, please contact Cristina Esguerra at 713-844-0262 or e-mail: cesguerra@houston.org



CS CHENNAI, INDIA STAFF TO VISIT USEAC:

One-on-One Counseling Sessions Available

July 20

Our office will host a one-day visit with Senior Commercial Specialist P. Vaidyanathan, Commercial Service - Chennai, India. CS Vaidyanathan specializes in the energy sector as well as architecture/construction and engineering; air conditioning/refrigeration; airport/ground support; management consulting services; mining; process controls; railroad equipment; and textiles. All meetings will be held at our office, 15600 John F. Kennedy Blvd., Suite 530. To reserve a 30-minute session, please contact Jill Epperly at jill.epperly@mail.doc.gov or 281-449-9402.

NIGERIAN DELEGATION TO VISIT TEXAS

Houston - Dallas - Austin - San Antonio

August 1-5

The delegation will visit Texas to learn more about doing business in the State. Delegates will meet with key resources to discuss an array of business and investment issues as well as the unique role Texas plays in the Nigerian oil & gas industry. For more information on the group and opportunities to meet with the delegates, please contact Jill Epperly at jill.epperly@mail.doc.gov or 281-449-9402.



TX MISSION TO MEXICO 2005 - ENERGY SECTOR

August 10-12

Office of the Governor Economic Development & Tourism is coordinating a mission to Mexico focused on opportunities in the energy sector.

Texas Secretary of State, Roger Williams and Chairman Victor Carrillo from the Texas Railroad Commission will be leading the group. Topics covered will be energy policy in Mexico, the future of the Mexican energy industry and viewpoints of the energy industry from all three political parties as well as current Pemex projects. For more information, please contact Robert de Hoyos at 512-936-0250 or rdehoyos@governor.state.tx.us.



CITY OF HOUSTON - CHINA BUSINESS MISSION

Heilongjiang Province

August 25-September 3

Led by Vice Mayor of Houston & City Councilmember Mark Goldberg, the trip will visit Tianjin, Qiqihar, Daqing & Harbin. For details, contact our office.

FUNDAMENTALS OF IMPORT/EXPORT WORKSHOP

Greater Houston Partnership

Aug 29-31

Cosponsored by the Greater Houston Partnership, Houston District Export Council and USEAC, two half-day program will focus on import and export basics. Cost: \$15 per session or \$25 for series. For details, please contact Kristin Culwell, GHP at 713-844-3636.

COSMOPROF COSMETICA 2005

Sao Paulo, Brazil

September 9-12

Cosmoprof Cosmética is the leading beauty event in Latin America. Buyers and exhibitors from around the world meet during the four days of this fair to see and promote products and trends in all of the following sectors: Perfumery; Cosmetic Products; Furniture; Utensils and Products for Hairdressers; Aesthetic Products and Equipment; Raw Materials; Packaging and Accessories. For details, please contact: Nyamusi.lgambi@mail.doc.gov.

**U.S. - ARAB ECONOMIC FORUM***ONE WORLD. TWO CULTURES. ENDLESS POSSIBILITIES*

Hilton Americas - Houston

September 14-16

Following the success of the first forum held in Detroit, Michigan in 2003, world leaders and business executives will gather to discuss important issues between the U.S. and their Arab counterparts. Cost: \$2,250. Reduced rates available for nonprofit, government, and academic delegations. For details, including a list of high level speakers, see <http://www.usaeforum.org/index.asp>.

**THE INTERNATIONAL GARDEN AND LEISURE EXHIBITION**

Birmingham NEC

September 18-20

The U.S. Commercial Service London and the U.S. Product Literature Center (PLC) will host the International Garden and Literature Exhibition (GLEE), UK's major event for the Garden and Leisure Industry. Contact sara.jones@mail.doc.gov for details.

PROJECT QATAR 2005

Doha, Qatar

September 18-21

Project Qatar 2005 provides access to the most lucrative construction market in the Gulf. It's the 2nd International Trade Exhibition for construction technology, building materials, and equipment for environmental technology. For details, please contact our office.

MANUFACTURING BUSINESS MISSION

Singapore

November 9-11, 2005

This National Association of Manufacturers (NAM) event is for manufacturers seeking to export throughout Asia. Interested companies who would like to obtain a free market assessment, should contact our office or visit: <http://www.buyusa.gov/Singapore>.

**WEB SITES OF INTEREST****MIDDLE EAST / NORTH AFRICA****BUSINESS INFORMATION CENTER SITE NOW LIVE**

The site includes information for U.S. exporters on eight Middle East/North African countries. Eight more countries will be added next month. The site's domestic launch is planned during U.S.-Arab Economic Forum (Sept. 14-16) here in Houston. Visit <http://www.export.gov/middleeast/>.

WORLD INTELLECTUAL PROPERTY ORGANIZATION

Has links to most patent offices worldwide.

<http://www.wipo.int/portal/index.html.en>

Note: The U.S. Government does not endorse products or companies, and assumes no responsibility for the accuracy of data contained herein, or for the success or failure of any business transaction resulting from opportunities listed in this publication. *If you would like to be removed from this mailing list, please contact the Houston Office.*

Staff Directory

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Jill Epperly, Trade Assistant	281-449-9402
Omar Khan, Trade Assistant	281-449-9402

ENERGY NEWS AND EVENTS

TRADE LEADS

ALGERIA: GAS TURBINE & SOLAR ENERGY PARTNERS

The NEAL Power Program seeks U.S. Firms in the gas turbine and solar energy sectors who are interested in a partnership with the building, financing, exploitation, maintenance and transfer of the Hybrid Solar/Gas 150 MW Pilot Power Plant at Hassi-Remel. For details or to purchase tender documents, please contact our office.

CHINA: COAL GASIFICATION TECHNOLOGY

A TDA-funded feasibility study was awarded to a project seeking integrated gasification combined cycle (IGCC) technology to gasify coal, and produce other byproducts. Please contact our office for details.

INDIA: PROCUREMENT OF CASING ROPES

A Oil and Natural Gas Corporation Ltd. in Mehsana, Gujarat invites sealed bids for procurement of casing lines (ropes) of various sizes. Bidding expires 8/9/2005. For details, contact our office.

AFGHANISTAN: POWER TRANSMISSION & DISTRIBUTION PROJECT

Government of Afghanistan: Power Transmission and Distribution Project is accepting sealed bids for the design-build and turnkey contract (involving detailed design, supply, construction, erection, installation, testing and commissioning) for the project. Bid closes August 30, 2005.

BANGLADESH: FLOOD DAMAGE REHABILITATION PROJECT

The Government of Bangladesh is accepting bids from Asian Development Bank (ADB) member countries to assist rehabilitate and restore damaged public infrastructure in five key sectors/sub-sectors damaged by the 2004 floods. For details, please contact our office. Bid expires on August 23, 2005.

PANAMA: PURCHASE OF ELECTRIC ENERGY

Union Fenosa Panama and its power distribution companies are requesting the purchase of electricity from generators, which can be hydroelectric, thermoelectric, or any other type. Companies may submit bids for one or two blocks of energy. To purchase a hard copy of the tender document for \$500 per bid by 11/16/2005, please contact our office.

ENERGY EVENTS

For further details on how the following trade events can assist your exporting efforts, please contact our office.

MARKETING IN THE OILFIELD:***MARKETING GLOBALLY THROUGH LOCAL MARKETS***

Hilton Houston Post Oak

August 24

This one-day conference is the fifth installment in a series of seminars designed for mid-to senior-level marketing executives within oilfield service and operating companies. The event will focus on strategies for penetrating foreign markets, while maintaining a unified corporate brand and will feature case studies from industry leaders who have designed and implemented successful international marketing campaigns. Cost: \$375 before Aug. 5. For details, see <http://guest.cvent.com/EVENTS/Info/Summary.aspx?e=1c91e84f-b4ac-4f8a-afaa-252bb4fa36a4>.

IORS 2005

Mumbai, India

September 5-6

The India Oil and Gas Review Symposium (IORS) and International Exhibition invites you to attend its 12th annual exhibition. The theme of the event is: E&P and construction boom; LNG & the Emerging Gas bubble, and the technological edge. For details, contact our office.

RENEWABLE ENERGY TRADE MISSION TO BRAZIL

Rio de Janeiro - São Paulo - Salvador da Bahia

October 17-19

Opportunities for U.S. firms offering renewable energy technology in the areas of small hydropower plants, wind energy, solar energy, and biomass. Cost: \$3200 per company, not including travel and lodgings.

LOUISIANA GULF COAST OIL EXPOSITION (LAGCOE)

Lafayette, LA

October 25-27

The second largest petroleum industry event in America, was selected for the second time as one of only 28 trade shows in the nation to participate in the U.S. Commercial Service's International Buyer Program (IBP). The IBP is a joint government-industry effort designed to match international buyers with domestic companies at selected trade show in the United States. For details, visit www.lagcoe.com.